



GRANT YEAR 2017 ANNUAL REPORT

 VIRGINIA ENTERPRISE ZONE PROGRAM



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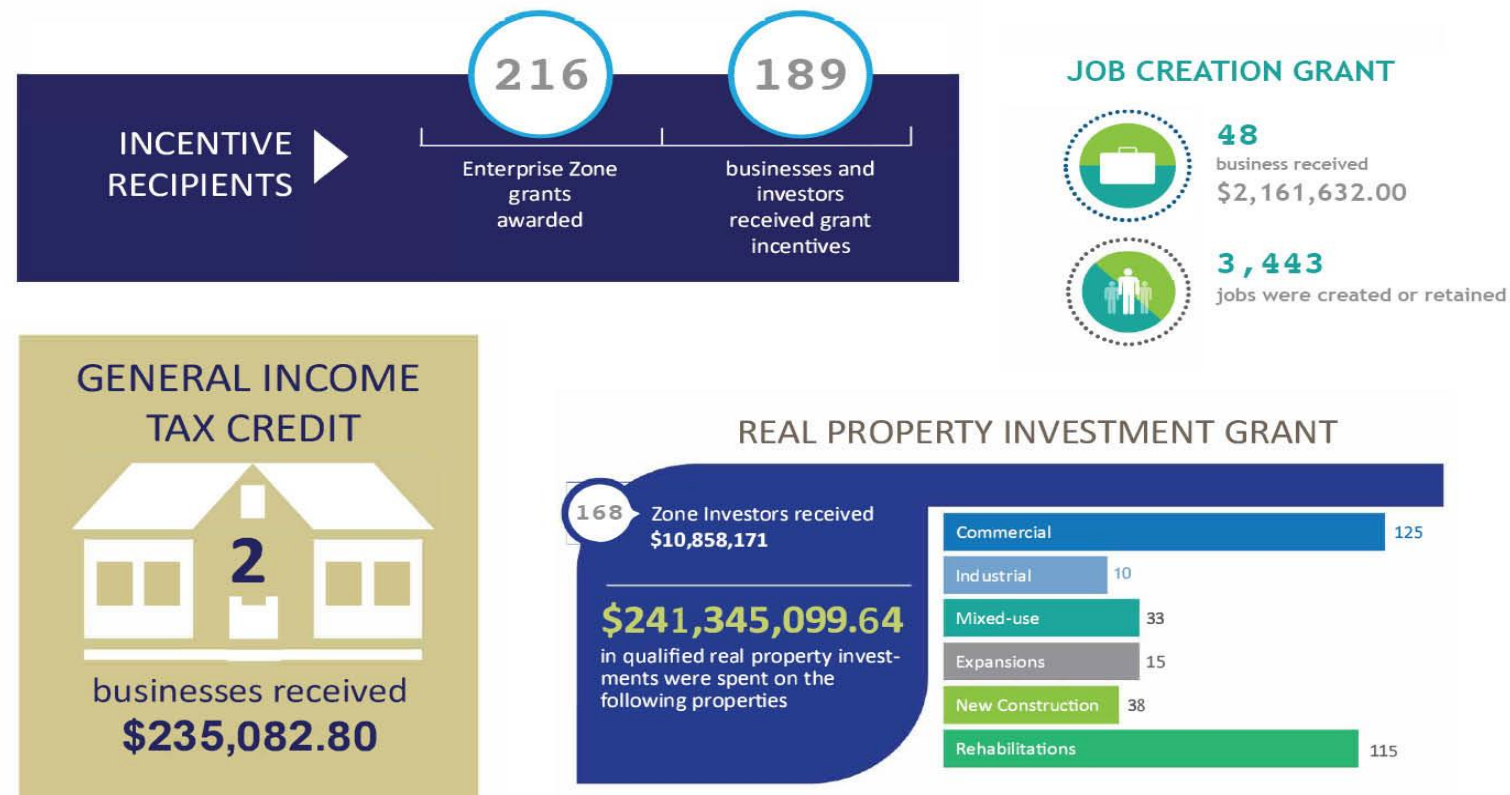
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2017 QUALIFICATION YEAR SNAPSHOT



ENTERPRISE ZONE PROGRAM OVERVIEW

The Virginia Enterprise Zone (VEZ) program is a partnership between state and local government that promotes economic development and revitalization through job creation and real property investment. When used in conjunction with other local, state and federal programs, Enterprise Zones can leverage substantial private-sector investment in targeted areas throughout Virginia.

The Virginia Enterprise Zone program was first established in 1982 and has undergone several amendments over the years. The most significant change was in 2005 when the General Assembly passed the Enterprise Zone (EZ) Grant Act. It provided for the implementation of specific community and economic development policies: targeting zone designations to distressed localities, gradually reducing the number of zones statewide for deeper impact, and providing incentives for the creation of higher paying jobs with health benefits. The 2005 EZ Grant Act also replaced the former tax credit incentives with the Real Property Investment Grant (RPIG) and the Job Creation Grant (JCG). These grants are performance-based; firms must create jobs and/or place a real property investment into service before applying for grant awards. However, the 2005 act allowed pre-qualified firms to continue accessing the former General Income and Investment Tax Credit incentives. The tax credit program officially sunsets in 2019; however, each year the number of firms applying for tax credits continues to decline due to the expiration of firms' 10-year qualification periods.

The grant incentives are explained in greater detail below and are the focus of this report.

Real Property Investment Grant (RPIG) awards up to 20 percent of the total amount of Qualified Real Property Investments (QRPI) made to a building or facility, not to exceed \$100,000 within a five consecutive year period, for investments of less than \$5 million. For QRPI of \$5 million or more, the grant is capped at \$200,000 per building or facility. For rehabilitation and expansion projects, a zone investor must spend at least \$100,000 in QRPI to be considered eligible for the RPIG. New construction projects require zone investors spend at least \$500,000 to qualify for the grant. The 20-percent grant award is based on the amount of investment made in excess of the \$100,000 and \$500,000 eligibility thresholds, respectively.

In Qualification Year 2017, the most frequent type of RPIG grantee invested in the rehabilitation of an existing commercial building that they owned, but did *not* occupy. The typical RPIG grantee invested \$743,831 in the project and received a grant award of \$69,971 (these figures reflect the median investments and awards). Across all RPIG grantees, the average investment was \$1,436,578, and the average grant award was \$63,409.73. It should be noted that in Qualification Year 2017, RPIG awards were pro-rated at 69.9705 cents on the dollar.



Virginian Hotel, City of Lynchburg



Stone Brewing LLC, City of Richmond

Job Creation Grant (JCG) awards up to \$500 or \$800 for each net new, permanent and full-time position created above a four-position threshold. Positions earning at least \$12.69/hour (175 percent of the federal minimum wage of \$7.25/hour) with health benefits are eligible for a grant of up to \$500/position. Positions earning at least \$14.50 (200 percent of the federal minimum wage) with health benefits are eligible for a grant of up to \$800 per year. Eligible firms can receive grants for up to 350 positions per year for a period of five years. Retail, food and beverage, personal service and nonprofit positions are not eligible for JCG. As of 2010, firms in High Unemployment Areas (HUAs) may qualify for JCG at a reduced wage threshold of 150 percent of the federal minimum wage (\$10.88/hour) for the \$500 grant per eligible position. HUAs are localities with unemployment rates that are equal to or more than 150 percent of the state average unemployment. A list of the HUA zones for the 2016 Qualification Year is included in Appendix E.

In Qualification Year 2017, the average grantee created 31.18 net new jobs over the previous calendar year, 53.20 net new jobs over their base year and received a grant of \$45,034. The typical JCG award for Qualification Year 2017 was \$21,144, indicating that most awards were in the \$10,000-\$25,000 range. The average job creation and JCG awards were higher in Qualification Year 2017 than in Qualification Year 2016, which is attributed to the influx of first-year JCG firms with higher than average job creation numbers. For example, CoStar Realty Information Inc., located in the city of Richmond's Enterprise Zone, created 437 net new jobs to Virginia. In Qualification Year 2016, first-year firms created just over 550 net new jobs *in total*.



ST Tissue LLC, Isle of Wight County

ENTERPRISE ZONE GRANTS – 2017 USAGE OVERVIEW

For the 2017 Qualification Year, a total of 189 entities qualified for Enterprise Zone incentives, including Job Creation Grants, Real Property Investment Grants and pre-2005 tax credits. Cumulatively, 187 businesses and zone investors received a total of 216 state Enterprise Zone grants, and two applicants qualified for the pre-2005 tax credits. Enterprise Zone incentive usage typically mirrors the conditions of the national and Virginia economies. For example, the number of applications and total value of grant requests in Qualification Years 2010-12 were notably lower than Qualification Years 2006-09. These periods coincide with the build-up of the real estate boom and the subsequent recession, with a year of delay due to the construction pipeline lag and the program's retroactive nature. In addition, funding for the Enterprise Zone program increased substantially in 2011.

Figure 1 illustrates the 10-year history of the disparity between allocations and requests for Enterprise Zone grants. Qualification Year 2008 was the most substantial funding shortfall at \$16,679,564, causing RPIG awards to be prorated at 46 cents per dollar. Meanwhile, 2011 was the only year reflecting a surplus, with just under \$1.5 million remaining after grants were awarded. Qualification Year 2017 is the fifth consecutive year requiring the proration of RPIG awards. Applications submitted for both programs totaled \$17,386,382 in Qualification Year 2017, which resulted in a shortfall of \$4.6 million over the allocated \$12.81 million.

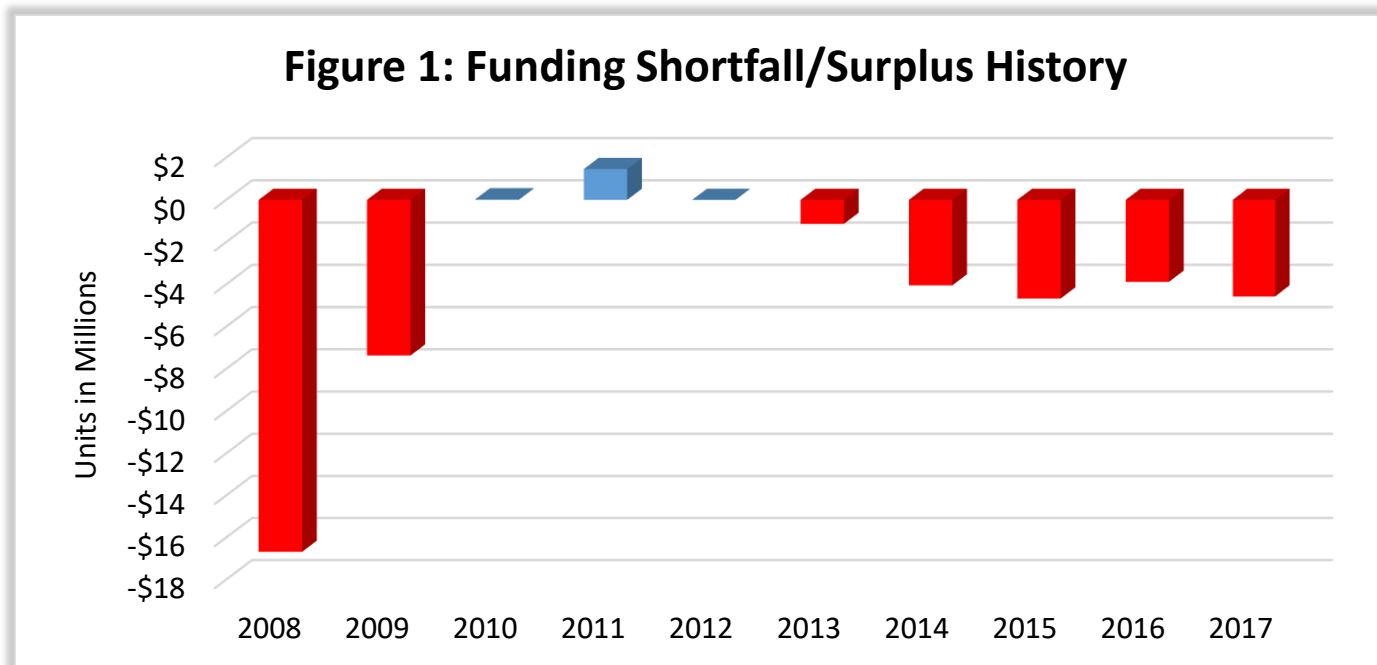


Figure 2: RPIG Proration By Grant Year 2013-17

Year	2013	2014	2015	2016	2017
Surplus/Shortfall	-\$1,137,588	-\$4,046,579	-\$4,671,430	-\$3,878,710	-\$4,571,915
Appropriation	\$14,150,000	\$12,150,000	\$12,071,157*	\$12,650,000	\$12,814,467
Grant Requests	\$15,287,588	\$16,196,579	\$16,742,587	\$16,528,710	\$17,386,382
Proration	90.8214%	69.1074%	66.6432%	73.6803%	69.9705%

*The Grant Year 2015 appropriation figure reflects the \$12.15 million Enterprise Zone appropriation, less the \$78,843 allocated for the Enterprise Zone Study conducted by the Center for Urban and Regional Analysis at Virginia Commonwealth University.

The 2017 Real Property Investment Grant (RPIG) proration rate of 70 percent shows a slight decrease over Qualification Year 2016. While overall funding available for the Enterprise Zone program increased by \$314,000 for Grant Year 2017, there was also an increase in demand for both grant programs compared to Qualification Year 2016. The total requests for JCG and RPIG increased by more than \$369,800 and \$487,800, respectively, over the previous Qualification Year. The RPIG proration levels for Qualification Years 2013-2017 are illustrated in Figure 2.



Bayside Hospitality, Accomack County



Lunch RVA, City of Richmond

2017 REAL PROPERTY INVESTMENT GRANTS

The commonwealth received 168 applications for Real Property Investment Grants (RPIG) in Qualification Year 2017, for a total of \$10,652,835 in funding. Before proration, RPIG qualified requests totaled \$15,224,750.14, or approximately 87.6 percent of requested funds.

Since the inception of the grant programs in 2005, the majority of the Enterprise Zone funds have been utilized for Real Property Investment Grant (RPIG) awards. Beginning with the 2010 Qualification Year, the Job Creation Grant (JCG) applications are given funding priority (funded at 100 percent and prior to RPIGs). However, the demand for RPIG awards consistently outweighs the demand for JCG awards, with the ratio of RPIG and JCG requests ranging from \$3.5:1 in Qualification Year 2011 to \$7:1 in Qualification Year 2017.



Caudill & Hand LLC, Wythe County

Qualified Real Property Investment Ranges

The 2017 Qualification Year encompassed individual Qualified Real Property Investments (QRPI) ranging from a low of \$116,249 for a commercial rehab in Pulaski County, to a high of \$15.7 million for the expansion of an industrial building in the city of Newport News.

Figure 3 shows the distribution of funds awarded based on the QRPI range for Qualification Years 2013- 17. Most notably, Qualification Year 2017 shows a larger portion of RPIG funding going to projects with a QRPI of \$500,000-999,999 than in Qualification Year 2016, but less funding going to projects with investments of \$1-2 million.

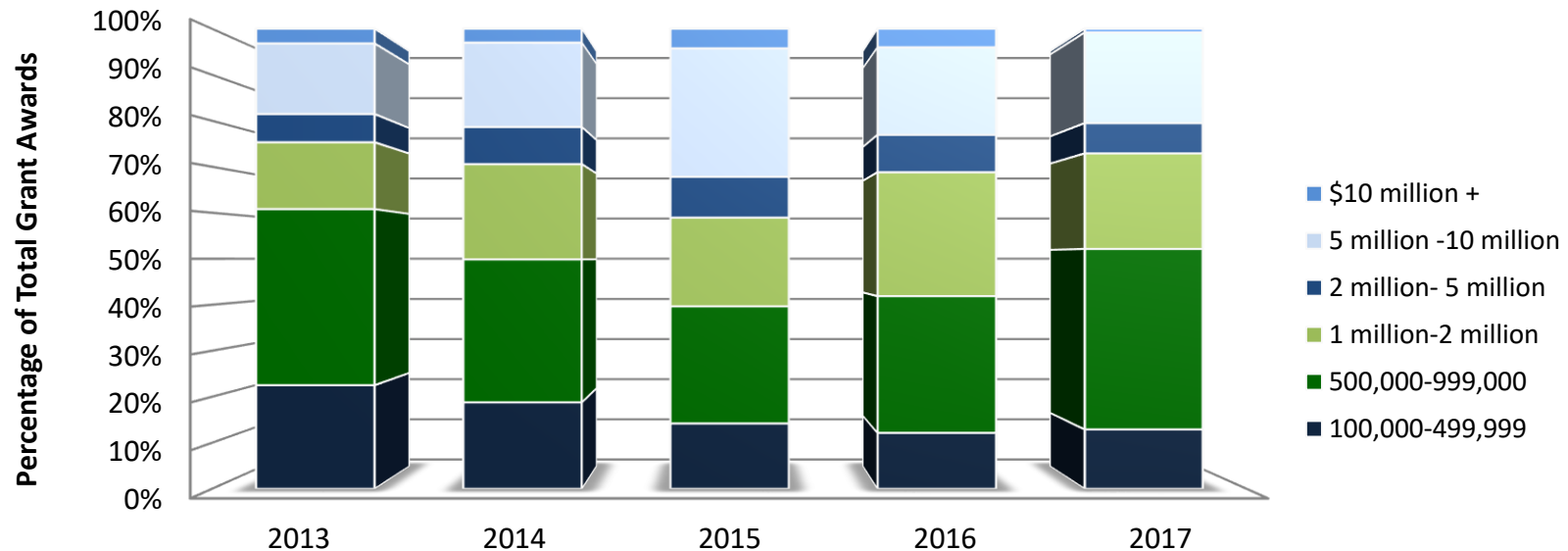
Annual fluctuations and the impact of the national recession in 2008 complicate the identification of long-term trends in real estate development and subsequent impacts on the RPIG program. This fluctuation can be seen by looking at post-recession applications from 2013-17. Average QRPI increased from \$1.3 million in Qualification Year 2013 to \$1.9 million in Qualification Year 2015. Since then, average QRPI has declined slightly to \$1.6 million and \$1.4 million in Qualification Years 2016 and 2017, respectively. This decrease in project size could be due to the expiration of zones that typically had larger projects. Figure 4 illustrates the annual breakdown of RPIG funding by investment levels since 2013 and illustrates the growth in the number of projects with investments between \$500,000-999,999.



AKTA Enterprises Inc., Alleghany County

Figure 3: Percentage of Funds Awarded and Application Count by QRPI Ranges 2013-17

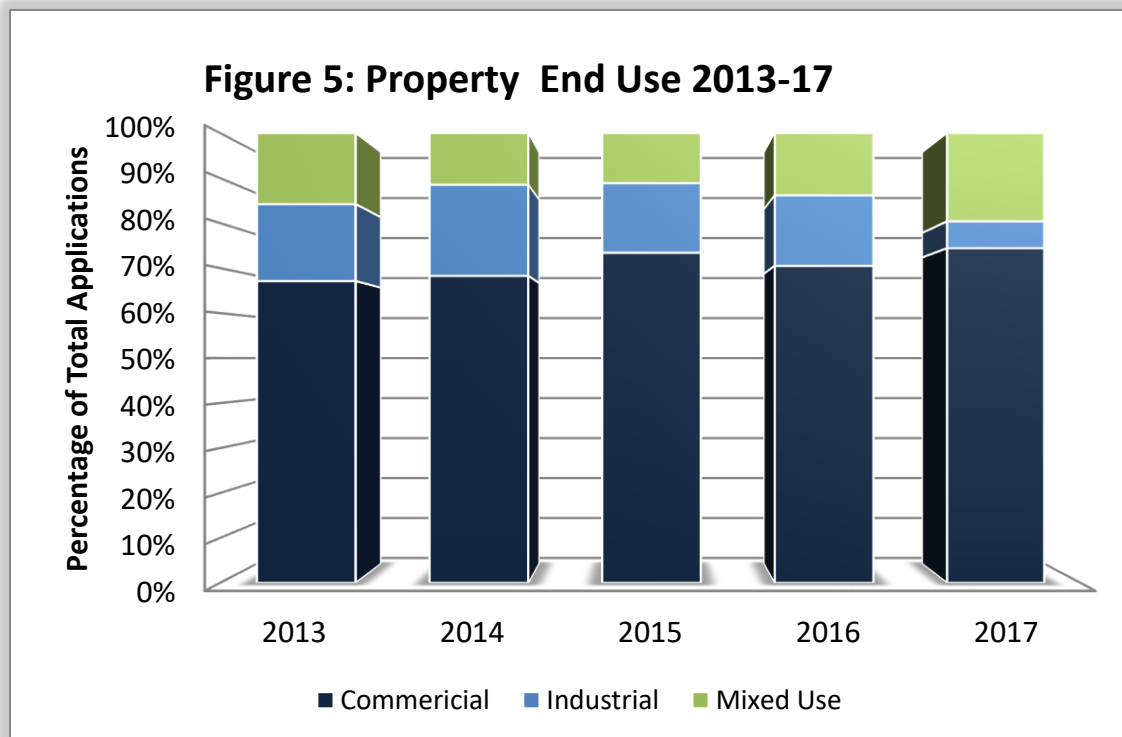
Grant Year	2013		2014		2015		2016		2017	
\$100,000-499,999	22.53%	70	18.80%	63	14.21%	49	12.16%	44	12.92%	45
\$500,000-999,000	38.25%	50	31.07%	50	25.45%	44	29.73%	51	39.22%	64
\$1 million-2 million	14.52%	18	20.68%	28	19.28%	27	26.90%	42	20.75%	33
\$2 million-5 million	6.14%	8	8.07%	11	8.86%	14	8.14%	12	6.57%	10
\$5 million-10 million	15.33%	10	18.32%	12	27.91%	20	19.00%	14	19.70%	15
\$10 million +	3.23%	2	3.05%	2	4.28%	3	4.07%	3	0.84%	1

Figure 4: Investment Range 2013-17

Applications by Property End Use

The Real Property Investment Grant is available for investments made to commercial, industrial or mixed-use properties. Retail and office buildings are classified as commercial. As illustrated by Figure 5, commercial projects have consistently made up the largest proportion of RPIG applications, with industrial and mixed-use projects making up approximately 30 percent of all RPIG applications annually. For Qualification Year 2017, RPIGs were awarded for 125 commercial properties, but only 10 industrial and 33 mixed-use properties.

Despite the disparity in application counts by use, the average grant awards were similar regardless of the uses, particularly due to the condensing effect of proration. Commercial projects received the highest average grant of \$64,597, followed by industrial project awards with an average of \$64,076 and mixed-use projects with an average of \$58,712.



Commercial projects also received the highest median QPRI (\$872,508), followed by mixed-use properties (\$656,363) and industrial properties (\$635,538). It should be noted that while mixed-use properties had a lower median investment than commercial properties, a larger portion of these projects (85 percent) were rehab projects, which utilized a lower investment threshold of \$100,000. Meanwhile, a larger portion (28 percent) of commercial projects were new construction and utilized the higher investment threshold of \$500,000.



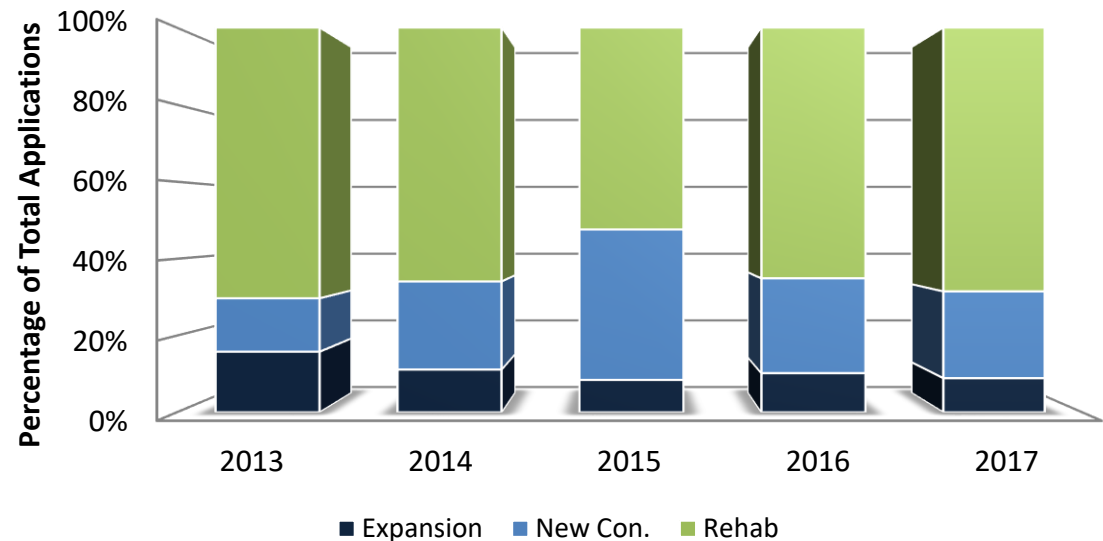
E-Commerce Center of Hampton LLC, City of Hampton

Applications by Construction Project Type

RPIGs are available for new construction, rehabilitation and expansion activities. Figure 6 illustrates that over the last five grant cycles, the majority of applications have been submitted for rehabilitation projects. For Qualification Year 2017, projects involving the rehab of an existing building made up 68.5 percent of all applications, while new construction projects were 22.6 percent and expansion projects were 8.9 percent.

While a smaller portion of the 2017 applications were for new construction projects (22.6 percent) than in 2016 (24.7 percent), Figure 6 illustrates that the volume of new construction applications in 2017 is consistent with the five-year average and is not indicative of a decline in the construction industry.

Figure 6: Construction Project Type 2013-17



WPS Health Insurance, City of Hampton

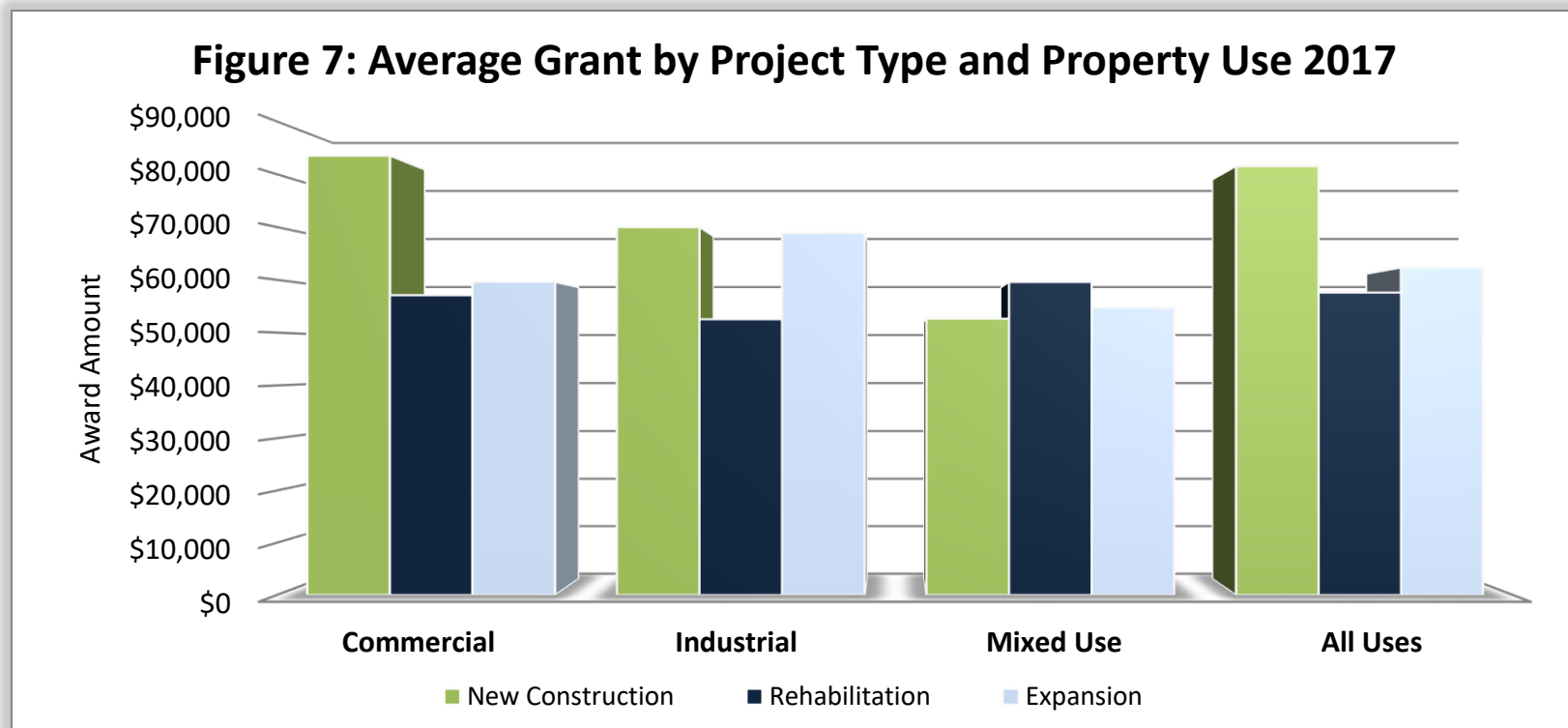


Korona Candles, Pulaski County

Average Award by Type of Investment and Use of Property

Overall, the average grant award for all 168 Real Property Investment Grants was \$63,409.73. While the average grant awarded to projects across property uses (commercial, industrial, mixed-use) is fairly similar, the average grant awarded across project types (rehabilitation, expansion, new construction) is more variable. For Qualification Year 2017, commercial properties received the highest average grant award (\$64,597), while grants for industrial and mixed-use properties averaged \$64,076 and \$58,712, respectively.

Meanwhile, new construction projects produced the highest average award of \$81,503; rehab and expansion projects had lower average awards of \$57,573 and \$62,321, respectively. Figure 7 illustrates more specifically that new construction projects for either commercial or industrial properties had the highest average awards, while industrial-rehabilitation projects had the lowest average award (\$52,534). While no mixed-use expansion projects were awarded in Qualification Year 2016, three expansion projects for mixed-use properties, located in the city of Richmond and the city of Winchester, were awarded during Qualification Year 2017.



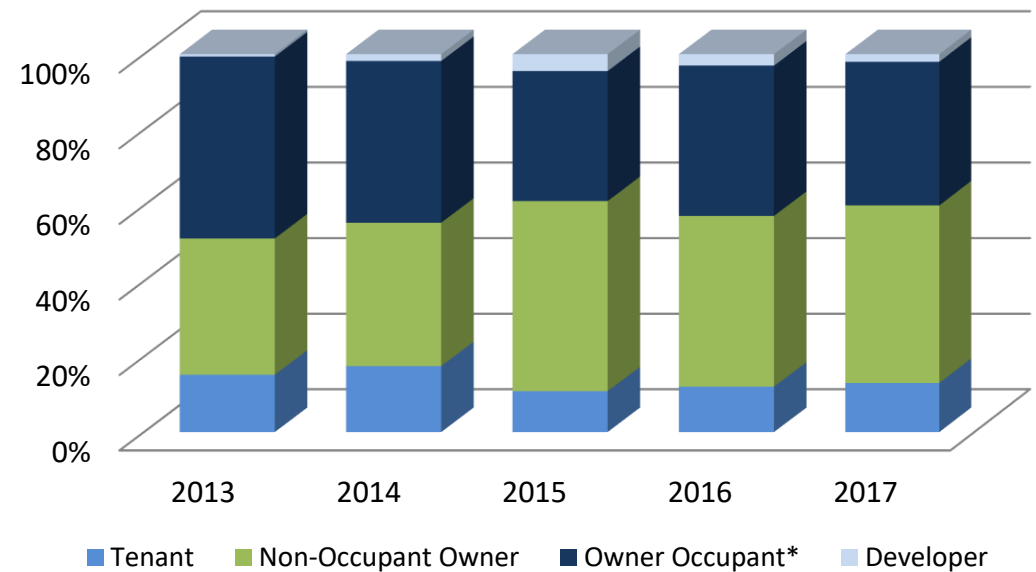
Applications by Qualified Zone Investors

Qualified zone investors may be property owners (occupant or non-occupant), owners of space in a building (condo), tenants who have capitalized their own improvements or developers who capitalized an investment before selling a property. As illustrated in Figure 8, the majority of zone investors for Qualification Years 2013 and 2014 were owner-occupants. However, in Qualification Years 2015-17, non-occupant owners were the most common type of zone investor to receive RPIG awards. The increase in non-occupant ownership indicates there may have been growth in speculative building as the real estate market rebounds from the recession.



River District Tower LLC, City of Danville

Figure 8: Type of Investor 2013-17



**Owner Occupants include Owners of Space in a Building (Condo) for 2012 and 2013.*

Owner-occupants were the second most-frequent type of investor (38 percent), followed by tenants (13 percent) and developers (2 percent). As Figure 8 illustrates, few applications are received from developers. However, in 2017, four applications were submitted by property developers, located in Northampton County, Dinwiddie County, city of Richmond and Westmoreland County.

2017 JOB CREATION GRANT

The commonwealth received 48 applications for Job Creation Grants (JCG) in Qualification Year 2017. DHCD awarded these applicants a total of \$2,161,632 in Enterprise Zone funds. JCG requests represent approximately 12.4 percent of requested funds and 16.9 percent of awarded funds. Figure 9 illustrates the five-year trends in JCG applications and corresponding job creation.

Qualification Year 2017 represents a peak in the number of net new jobs, despite a decline in the number of JCG applications. CoStar Realty Information Inc. created 437 qualified jobs (380 of which received funding due to the 380 position cap per application) in the city of Richmond's Enterprise Zone, partially attributing to the spike in net new jobs for Qualification Year 2017. The increase in net new jobs, despite a decline in JCG applications, can also be attributed to substantial expansions of existing JCG firms in city of Hampton, city of Newport News and Prince George County.

Payout by Wage Rates

JCG award amounts are based on wages paid to each grant eligible position. A grant award of \$500 per position is available for employees earning between 175 and 199 percent of the federal minimum wage (\$12.69/hour to \$14.49/hour). Positions earning 200 percent or more of the federal minimum wage (\$14.50/hour or higher) are eligible for a grant of \$800.

Qualification Year 2017 was the seventh grant cycle that localities could be classified as a High Unemployment Area (HUA). As previously stated, firms located in HUAs are able to qualify for \$500 per position grant at a reduced wage threshold equal to 150 percent of the federal minimum wage (\$10.88/hour or higher) rather than 175 percent. Ten localities (19 percent) of the 54 designated localities (not including towns within these counties) were designated as HUAs for Qualification Year 2017. Figure 10 shows the list of three current HUA localities that had firms qualify for the JCG and the portion of the total grant eligible positions that qualified at the reduce wage threshold. Of all applications submitted by firms in HUA localities, 38 percent of all grant-eligible positions qualified at the lower wage threshold (150-199 percent). Refer to Appendix E for the complete list of Qualification Year 2017 HUA zones.

Figure 9: Qualified Job Creation Grant Activity 2013-17

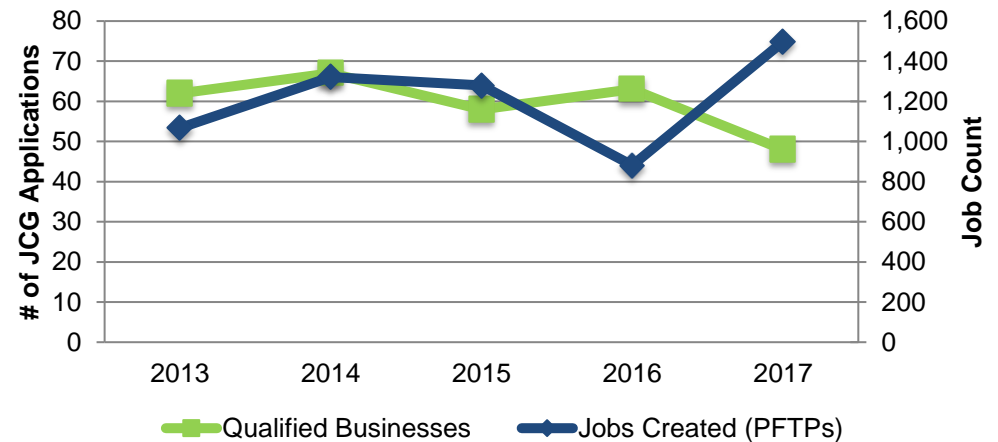


Figure 10: Qualifying Firms in HUA Localities

GY 2017	Qualifying Businesses	Total Awarded Jobs	Awarded Jobs at 150%	Percent of Jobs Qualifying at 150%
Brunswick County (Lawrenceville)	0	N/A	N/A	N/A
City of Danville	4	117.85	73.36	62%
Dickenson County (Clintwood, Haysi)	0	N/A	N/A	N/A
City of Emporia	0	N/A	N/A	N/A
City of Hopewell	1	125.35	0	0%
City of Martinsville	0	N/A	N/A	N/A
City of Petersburg	0	N/A	N/A	N/A
Tazewell County	0	N/A	N/A	N/A
Wise County	0	N/A	N/A	N/A
City of Portsmouth	1	51.5	6.44	13%
City of Franklin*	1	18.72	2.1	11%
Halifax County*	2	189.6	97.2	51%
Henry County *	1	30.99	3.76	12%
Prince Edward County*	1	25.21	17.08	68%
Smyth County (Saltville, Chilhowie)*	1	38.76	27.06	70%
Total	12	597.98	227	37.96%

* Per the Enterprise Zone regulations, once a qualified business is eligible for the reduced wage rate threshold, it remains so through the end of its current five-consecutive-calendar- year grant period, regardless of changes to the unemployment rate of the Enterprise Zone locality. As such, businesses in City of Franklin, Halifax County, Henry County, Prince Edward County and Smyth County used the reduced wage thresholds to qualify in 2017. However, these four localities are no longer classified as HUAs.

Usage by Sector

Job growth by sector is tracked using the North American Industry Classification System (NAICS) codes for all Job Creation Grant recipients. As with previous grant cycles, the majority of qualified firms in Qualification Year 2017 were Manufacturers (NAICS 300), representing 50 percent of all grantees. Professional and Scientific Services (NAICS 541) represented the second largest proportion at 21 percent of grantees.

Figure 11: Qualified Firms by Industry Sector 2013-17

	2013		2014		2015		2016		2017	
Type of Business Firm	#	%	#	%	#	%	#	%	#	%
Construction	1	2%	0	0%	0	0%	3	5%	2	4%
Health Care/Social Assistance	3	5%	2	3%	2	3%	3	5%	0	0%
Information	2	3%	1	1%	1	2%	1	2%	0	0%
Manufacturing	38	61%	45	67%	37	64%	36	57%	24	50%
Other Services	0	0%	0	0%	0	0%	2	3%	7	15%
Professional/Scientific Services	8	13%	12	18%	10	17%	12	19%	10	21%
Transport/Warehousing	4	6%	2	3%	2	3%	1	2%	0	0%
Wholesale Trade	2	3%	2	3%	3	5%	1	2%	2	4%
Admin. & Support and Waste Mgmt. & Remediation	1	2%	2	3%	2	3%	3	5%	3	6%
Utilities	1	2%	1	1%	0	0%	0	0%	0	0%
Accommodations and Food Service	1	2%	0	0%	1	2%	1	2%	0	0%
Management of Companies and Enterprises	1	2%	0	0%	0	0%	0	0%	0	0%
	62		67		58		63		48	

LOCAL ENTERPRISE ZONES

The commonwealth's 46 Enterprise Zones encompass approximately 235 square miles and include boundaries in 20 cities, 34 counties and 12 towns within those counties. During Qualification Year 2017, 18 of the 45 were joint zones (including pre-2005 zones designated as joint zones between counties and towns), and 12 localities had two Enterprise Zone designations.

Three zones were renewed in 2017: Halifax County, the city of Waynesboro and Wise County.

Unless noted otherwise, all data used in this report is generated from the Enterprise Zone Administration Database and is based on information reported by businesses and investors on the incentive applications.

The following sections of the annual report are a series of appendices that provide the details of how our local partners are contributing to the success of the program.

- Appendix A: Zone Highlights
- Appendix B: State Incentive Usage by Zone 2013-17
- Appendix C: Report on Local Incentives
- Appendix D: Enterprise Zone Maps
- Appendix E: 2017 High Unemployment Areas



The Jury's Inn, City of Petersburg



Beale's Brewing, Town of Bedford

APPENDIX A: ZONE HIGHLIGHTS

Accomack County - Northampton County

- Bayside Hospitality completed the construction of a \$5.6-million hotel, the Marina Bay Hotel and Suites. **Photograph on page 6.**

Alleghany County – Clifton Forge (Town) – Covington (City)

- AKTA Enterprises Inc. invested \$3 million in a rehab commercial project to construct a Hampton Inn. **Photograph on page 7.**

Bedford (Town)

- In June 2017, Beale's Brewing opened a 12,000-square-foot brewing and tasting facility, with a 30-barrel production capacity. The project was partially funded by DHCD's Industrial Revitalization Fund and included over \$1 million in private investment. **Photograph on page 16.**

Carroll County – Grayson County – Galax (City)

- River Ridge Land and Cattle Co LLC, a meat processing company, invested \$1.5 million in a new facility that will cut and package fresh meat for wholesale and retail customers.

Danville (City) – Pittsylvania County

- Following high levels of investment in 2015 and 2016, Rick Barker Properties LLC capitalized more than \$2 million into the rehabilitation of mixed-use properties along Craghead Street in an effort to revitalize downtown Danville.
- River District Tower LLC completed a \$5.1-million rehabilitation of the old Dan River Inc. Research Facility in downtown. This building will now house Spectrum Medical offices. **Photograph on page 12.**
- EBI LLC, a furniture manufacturer, invested approximately \$300,000 to rehab their industrial facility. The company has created over 400 jobs since 2009. **Photograph on page 17.**

Franklin (City) – Southampton County – Isle of Wight County

- Keurig Green Mountain Inc. has created 495 jobs since 2011 at their Virginia facility. Employees roast, grind and package quality beans from around the world, preparing coffee to be distributed to offices, restaurants, and specialty retailers.
- Pinnacle Agriculture Distribution Inc., a coast-to-coast agricultural retail distribution business operating in 28 states, invested \$1.7 million to construct a new warehouse in the City of Franklin's Pretlow Industrial Park.
- ST Tissue, a major producer of towel and tissue products, added 20 jobs in 2017. The Isle of Wight County facility has created 99 jobs since 2011. ST Tissue operates the widest tissue machine in North America. **Photograph on page 4.**

Halifax County

- Huber Engineered Woods created add 6 jobs in 2017 and 26 new, full-time jobs since 2013. The company is the leading manufacturer of building systems for roofs, walls, and floors.
- COP Halifax LLC invested \$2 million to build a new dialysis center. The 7,700 square foot state of the art facility opened its doors in late 2017.



EBI LLC, City of Danville

Hampton (City)

- Registrar Corp, an FDA compliance firm that helps food, beverage, medical device, drug and cosmetic facilities navigate U.S. FDA regulations, added 20 new jobs in 2017. The company has created 80 jobs since 2012 at their facility at Research Drive.
- WPS Health Insurance, a health insurance company, invested \$700,000 in a rehabilitation project at an existing commercial facility on Butler Road. The company, headquartered in Madison, Wisconsin, also created 213 new jobs in 2017. **Photograph on page 10.**
- Howmet Casting and Services Inc. added 60 new jobs in 2017. The metal manufacturing company has created 133 new, full-time jobs since 2014.
- E-Commerce Center of Hampton LLC. invested \$7.7 million in the new construction of a 90,000-square-foot commercial facility. The company constructed an innovative, commercial mixed-use building with space for storage facilities, as well as offices. The building also offers flexible leasing options to cater to small businesses and startups. **Photograph on page 9.**

Henrico County

- Taxing Authority Consulting Services, a law firm that specializes in providing tax collection and bankruptcy services, and consulting to state and local governments, added 17 jobs in 2017. The firm has created 34 jobs since 2012.
- Federal Realty Investment, owners of the Willow Lawn Shopping Center, invested \$2.7 million in new commercial construction to continue the ongoing revitalization of the Willow Lawn community.
- Publix North Carolina, a grocery store chain, completed a \$5-million rehab of an existing commercial space in West Park Shopping Center.

Henry County – Martinsville (City)

- Blue Ridge Aquaculture completed a \$1-million expansion of their existing facilities. The company is the world's largest producer of indoor-raised tilapia and ships between 20,000 and 100,000 pounds of fish per day.

- Applied Felts, a manufacturer of liners for sewer pipes, invested in a \$1.7-million expansion of its current facility in the North Bowles Industrial Park.

Lynchburg (City)

- Amazement Square Inc. completed a \$1.9-million expansion to their hands-on children's museum in historic Lynchburg. This museum boasts four floors of interactive exhibits designed to engage children and make learning fun. **Photograph on page 18.**
- In December 2017, the Virginian Hotel opened in downtown Lynchburg after a \$5.3 million rehabilitation project of a vacant building (originally a hotel built in 1913). **Photograph on page 3.**



Amazement Square Inc., City of Lynchburg

Newport News (City)

- Lidl opened two new grocery stores in the Newport News South Zone, investing over \$12 million in the two projects. **Photograph on page 19.**
- Paper Trails LLC and Printpack Inc. (a packaging company) invested \$1.4 million and \$15 million, respectively, in rehabilitation projects in existing buildings in the city of Newport News Industrial Park
- Continental Automotive Systems continued to expand their Newport News workforce in 2017 with the addition of 167 jobs, for a total of 298 new jobs at the Bland Boulevard manufacturing facility since 2013. The plant manufactures high- and low-pressure gas injectors and exhaust after-treatment products, as well as turbochargers.

Norfolk (City)

- MDV SpartanNash LLC invested \$1.2 million to rehab a commercial building on Kingwood Avenue.
- Gatehouse II LLC invested \$1.2 million on a commercial rehab project in downtown Norfolk.



Lidl, City of Newport News

Northern Neck (Lancaster, Northumberland, Richmond and Westmoreland Counties and the Towns of Warsaw and Kilmarnock)

- Delhaize U.S. Holding dba Food Lion invested over \$2 million in three Food Lion grocery store locations throughout the Northern Neck Enterprise Zone.
- Helena Chemical Company, one of the nation's largest fertilizer distributors, invested \$2.3 million in the construction of a new chemical storage facility in Heathsville.

Petersburg (City)

- The Jury's Inn, a mini-hotel in downtown Petersburg, completed a \$750,000 rehabilitation project. Originally opened in Oct. 2016, the hotel completed the renovation of three additional guest rooms in the historical building, circa 1850. **Photograph on page 16.**

Portsmouth (City)

- W.F. Magann, general contractor for the heavy industrial, marine and concrete construction industries, created 33 new, full-time jobs in 2017.

Prince George County

- Service Center Metals added 37 new positions in 2017, for a total of 79 new, full-time jobs since 2012.
- Rolls-Royce added 60 new jobs at their Crosspointe facility in Prince George County, for a total of 130 positions since 2014. The firm manufactures precision-engineered engine components for some of the most advanced aircraft in the world.

Pulaski County – Radford (City)

- Korona Candles, a candle manufacturer, invested \$250,000 in an expansion of its current facilities, as well as created 57 new jobs in 2017. **Photograph on page 10.**
- Historic Calfee Park, the minor league baseball stadium located in the town of Pulaski, completed \$1.5 million of rehabilitation work in 2017. **Photograph on page 20 (below).**

Richmond (City)

- CoStar Realty Information Inc. opened its new headquarters for operations and global research, creating 490 new jobs. CoStar creates and delivers information, marketing and analytic tools that facilitate the majority of commercial real estate transactions in the U.S.
- Stone Brewing LLC added 10 new jobs in 2017 and has created 50 full-time jobs at the new facility since it opened in Feb. 2016. Stone is the eighth largest craft brewery in the United States. **Photograph on page 4.**
- Lunch RVA, the owners of the Lunch and Supper restaurant in Scott's Addition, invested \$230,000 to expand the dining space to include an outdoor brunch market. **Photograph on page 6.**



Historic Calfee Park, Town of Pulaski

Roanoke (City)

- Fairlawn at Jefferson LLC invested roughly \$2 million to rehabilitate the historic Boxley Building in downtown Roanoke into a 44,000-square-foot, mixed-use property.
- ALCOVA Mortgage added 12 new jobs in 2017, for a total of 22 full-time jobs created at their Roanoke headquarters since 2015. The company has 46 branch locations throughout the Mid-Atlantic, with ongoing plans for expansion.

Smyth County

- Center Manufacturing, owned by Wisconsin-based Mayville Engineering Company Inc., added 18 new jobs in 2017. The company has created 40 jobs at the 148,000-square-foot facility in Atkins since 2014.

Tazewell County

- 130 West Main LLC invested \$600,000 to renovate an old building in downtown Tazewell, now home to the Front Porch on Main, a traditional American restaurant.

Waynesboro (City)

- VM Acquisition LLC invested \$1.5 million to renovate a vacant metalworkers showroom into a multi-use commercial space. Hops Kitchen, a restaurant, and Basic City Beer Co., a brewery, are the current tenants of the new building.

Winchester (City)

- Trex, a composite decking manufacturer, added six jobs in 2017. The company has created 37 new, full-time jobs since 2013.

Wythe County

- Caudill and Hand LLC invested \$285,000 to renovate the former Masonic Lodge in downtown Wytheville. The 5,300-square-foot building now houses Moon Dog Brick Oven, a pizza restaurant, and office space on the second floor.

APPENDIX B: STATE INCENTIVE USAGE BY ZONE 2013-17

Zone Information					Number of Incentives					Summary of 2017 Grants	
Zone #	Community	Acreage	Designation	Expiration	2017	2016	2015	2014	2013	Award \$	% of Total
47	Dinwiddie County	3029	1998	2017	1	1	2	1	0	\$49,678.26	0.39%
	City of Petersburg	704			0						
48	Charlotte County	773	2000	2019	0	8	6	5	5	\$322,941.00	2.52%
	Lunenburg County	405			1						
	Prince Edward County	2859			6						
49	Dickenson County	3654	2000	2019	0	0	0	0	1	\$0.00	0.00%
	Town of Clintwood	237			0						
	Town of Haysi	163			0						
50	Town of Warsaw	961	2000	2019	1	3	0	2	2	\$436,758.10	3.41%
	Lancaster County	3696			1						
	Northumberland County	2496			1						
	Richmond County	1140			1						
	Westmoreland County	3786			3						
	Town of Kilmarnock	374			1						
51	Smyth County	3572	2000	2019	4	3	3	1	0	\$231,486.52	1.81%
	Washington County	3594			0						
	Town of Chilhowie	505			0						
	Town of Glade Spring	289			0						
53	Alleghany County	3608	2001	2020	1	3	1	2	2	69,970.51	0.55%
	Town of Clifton Forge	246			0						
	City of Covington	639			0						
54	Henry County	2934	2001	2020	1	0	1	1	1	\$86,230.36	0.67%
	City of Martinsville	527			3						
55	Lunenburg County	364	2001	2020	1	3	1	1	0	\$14,846.00	0.12%
	Town of Kenbridge	310			0						
	Town of Victoria	220			0						
57	Pittsylvania County	3428	2001	2020	1	5	3	4	5	\$117,931.96	0.92%
	City of Danville	1608			4						
22	Patrick County	3621	2002	2021	1	0	1	2	0	\$29,825.17	0.23%
	Town of Stuart	176			0						

Zone Information					Number of Incentives					Summary of 2017 Grants	
Zone #	Community	Acreage	Designation	Expiration	2017	2016	2015	2014	2013	Award \$	% of Total
28	City of Richmond (North)	3588	2003	2022	31	42	45	38	28	\$2,975,429.55	23.22%
	Henrico County	3811			14						
1	City of Danville	1911	2004	2023	8	7	5	5	5	\$542,890.32	4.24%
2	City of Lynchburg	2198	2004	2023	11	10	9	10	13	\$748,989.92	5.84%
3	City of Newport News	3639	2004	2023	16	14	12	18	13	\$936,877.60	7.31%
5	City of Roanoke	1904	2004	2023	9	16	13	13	15	\$426,691.77	3.33%
6	Smyth County	619	2004	2019	0	0	0	1	0	\$0.00	0.00%
	Town of Saltville	357			0						
8	City of Hampton	3233	2005	2014	12	15	4	13	15	\$949,120.10	7.41%
9	City of Hopewell	2183	2005	2014	5	1	1	1	2	\$273,022.45	2.13%
10	City of Petersburg	922	2005	2014	2	7	0	5	2	\$139,941.02	1.09%
11	Wythe County	3421	2005	2014	3	1	0	0	1	\$145,193.35	1.13%
12	Town of Bedford	636	2005	2014	1	3	2	0	0	\$69,970.51	0.55%
14	City of Waynesboro	608	2008	2017	2	2	1	1	1	\$119,686.23	0.93%
15	Halifax County	2853	2008	2017	5	7	7	6	7	\$162,286.22	1.27%
52	Wise County	3808	2008	2017	2	1	0	0	1	\$209,911.52	1.64%
4	City of Portsmouth	1468	2010	2019	1	2	6	5	3	\$69,970.51	0.55%
7	City of Norfolk	2371	2010	2019	6	11	10	17	15	\$279,449.91	2.18%
16	Prince George County	3754	2010	2019	2	2	1	2	1	\$160,464.00	1.25%
17	City of Staunton	699	2010	2019	0	1	1	1	6	\$0.00	0.00%
18	City of Franklin	878	2010	2019	2	8	7	6	3	\$491,963.51	3.84%
	Southampton County	3412			1						
	Isle of Wight County	2438			2						
24	Pittsylvania County	3132	2010	2019	0	0	0	1	0	\$0.00	0.00%
19	City of Richmond (South)	3611	2013	2032	10	6	3	5	4	\$570,364.07	4.45%
43	Greensville County	3280	2013	2032	0	2	0	1	3	\$14,780.29	0.12%
	City of Emporia	631			1						
20	City of Portsmouth	3659	2014	2033	1	2	1	3	N/A	\$22,864.00	0.18%
21	City of Winchester	607	2014	2033	3	2	1	3	N/A	\$166,373.02	1.30%
23	Scott County	3133	2014	2033	0	0	2	1	N/A	\$0.00	0.00%

Zone Information					Number of Incentives					Summary of 2017 Grants	
Zone #	Community	Acreage	Designation	Expiration	2017	2016	2015	2014	2013	Award \$	% of Total
25	Pulaski County	3748	2014	2033	4	4	5	4	N/A	\$62,653.46	0.49%
	City of Radford	1289			0						
26	Accomack County	3361	2015	2034	2	4	6	N/A	N/A	\$263,261.21	2.05%
	Northampton County	2993			1						
27	Carroll County	3658	2015	2034	0	0	2	N/A	N/A	\$69,970.51	0.55%
	Grayson County	1231			1						
	City of Galax	638			0						
29	City of Bristol	634	2015	2034	1	1	2	N/A	N/A	\$11,350.36	0.09%
30	Page County	2084	2015	2034	0	3	0	N/A	N/A	\$0.00	0.00%
31	City of Newport News	3236	2015	2034	5	10	5	N/A	N/A	\$429,561.41	3.35%
32	Mecklenburg County	2738	2016	2035	0	1	1	0	1	\$0.00	0.00%
	Brunswick County	273			0						
35	City of Hampton	3636	2016	2035	8	3	6	7	4	\$433,485.97	3.38%
36	Henry County	3840	2016	2035	5	5	8	5	9	\$266,583.81	2.08%
	City of Martinsville	630			1						
44	Tazewell County	3786	2016	2035	2	1	3	1	2	\$100,391.31	0.78%
46	City of Lynchburg	2176	2016	2035	4	7	5	8	5	\$282,557.22	2.20%
0	JCG from Expired Zones	N/A	N/A	N/A	2	2	1	1	N/A	\$54,654.00	0.46%
	Totals	151,073			216					\$12,814,467	

Tax Credit Information		
Locality	Number of credits	Value
Chesterfield County (Expired Zone 33)	1	\$225,138.00
Dinwiddie County (47B)	1	\$100,000.00
Total	2	\$325,138.00

APPENDIX C: LOCAL INCENTIVES

Accomack County #26A

- Accelerated permit processing and plan review
- Bond conduit issuer fee exemption
- Business Personal Property tax grant
- Discounted land buy-down
- Local job creation grants in the Accomack Industrial Park
- Local real property investment grants
- Marketing opportunities
- Permit fee and land fill rebates

Alleghany County #53A

- Building permit fee rebate
- Business license tax reduction
- Machinery and tools tax reduction
- Partial real estate tax exemption
- Utility consumption tax reduction
- Zoning fee rebate

Bedford (Town) #12

- Five-year business, occupational, license (BPOL) fee rebates
- Five-year rehabilitated real estate tax exemption
- Accelerated permit processing
- Utility service improvements and reduction of connection fees
- Zoning and signage fee waiver

Bristol (City) #29

- Accelerated permit processing
- Business and job training grants
- Design assistance
- Façade improvement grant
- Partial real property tax exemption

Brunswick County #32B

- Accelerated permit processing
- Building permit fee waiver
- Coordination with local banking services
- Discounted land buy-down
- Low-interest loans for fixed assets
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

Carroll County #27A

- Building permit fee waiver
- Local job creation credit program
- Water and sewer connection fee waiver

Charlotte County #48A

- Accelerated permit processing
- Discounted land buy-down
- Machinery and tools tax grant
- Technology assistance in industrial parks
- Workforce training

Chilhowie (Town) #51C

- Building permit fee waiver
- Business, professional and occupational license fee waiver for businesses creating new jobs
- Partial real estate tax exemption
- Utilities connection fee credit

Clifton Forge (Town) #53C

- Business, professional and occupational license fee partial waiver
- Machinery and tools tax grant
- Partial real estate tax exemption
- Utility consumption tax reduction
- Zoning and building permit fee rebate

Clintwood (Town) #49B

- Water and sewer connection fee waiver
- Workforce training opportunities

Covington (City) #53B

- Machinery and tools tax grant
- Partial business, professional and occupational license fee waiver
- Partial real estate tax exemption
- Permit and zoning fee waiver
- Small business loan program
- Utility consumption tax reduction

Danville (City) #1 & #57B

- Dan River Businesses Development Center assistance
- Discounted land buy-down
- Local job creation grant
- Machinery and tools tax grant
- Partial business, professional and occupational license fee waiver
- Partial real estate tax exemption
- Permit fee waiver
- Regional Center for Applied Technology and Training assistance
- Utility connection fee rebates

Dickenson County #49A

- Building and permit fee waivers
- Grants based on real estate taxes paid
- Machinery and tools tax grant
- Partial real estate tax exemption
- Utility connection fee rebates
- Workforce training grants

Dinwiddie County #47B

- Accelerated permit processing
- Building and permit fee waivers
- Business, professional and occupational license fee waiver
- Certified recycling equipment grant
- Partial Water and sewer connection fee waiver

Emporia (City) #43B

- Business incubation grant
- Business personal property grant
- Business, professional and occupational license fee waiver
- Façade improvement grant
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver
- Zoning and building permit fee waiver

Franklin (City) #18A

- Accelerated permit processing
- Discounted land buy-down
- Electricity fee and tax rebate
- Regional Workforce Development Center assistance
- Free temporary office space for up to five persons
- Machinery and tools tax grant
- Partial real estate tax exemption
- Permit fee rebate
- Reduced fee for jobs skills assessment

Galax (City) #27C

- Building permit fee waiver
- Water and sewer connection fee waiver

Glade Spring (Town) #51D

- Partial real estate tax exemption
- Business, professional and occupational license credit

Grayson County #27B

- Building permit fee waiver
- Water and sewer connection fee waiver

Greenville County #43A

- Building and zoning permit fee waivers
- Discounted land buy-down
- Grant based on real estate taxes paid
- Machinery and tools tax grant
- Water and sewer connection fee waiver

Halifax County #15

- Business, professional and occupational license fee waiver
- Chamber of Commerce Membership fee waivers
- Discounted land buy-down
- Furniture, fixtures and equipment grant
- Local real property investment grants
- Machinery and tools tax grant
- Partial permit fee waivers by the town of South Boston
- Partial sales tax exemption in the town of South Boston
- Utility Tax Grant on electricity and natural gas
- Workforce training opportunities

Hampton (City) #8 & #35

- Capital investment grants
- Business, professional and occupational license fee rebate
- Hampton Technology Incubator assistance
- Hampton University Small Business Incubator assistance
- Revolving loan fund
- Utility tax grant

Henrico County #28B

- Accelerated permit processing and design assistance
- Architectural Design Assistance Program for façade, exterior (landscaping) improvements
- Building demolition and site preparation grant
- Crime Prevention Through Environmental Design
- Façade improvement grants
- Freestanding signage grants
- Offsite improvement grants for draining, water and sewer
- Parking lot sealing and paving, and landscaping grants
- Partial real estate tax exemption
- Permit and plan review fee waivers
- Training seminars for businesses
- Workforce training opportunities

Henry County #46A & #54A

- Building Permit Fee Waiver
- Furniture, fixtures and equipment grant
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

Hopewell (City) #9

- Accelerated permit processing
- Crime prevention assessments
- Fire safety education seminars
- Land development and permit fee waivers
- Partial business, professional and occupational license fee waiver
- Partial real estate tax exemption
- Public facility and infrastructure enhancements
- Sewer connection fee waiver

Isle of Wight County #18C

- Accelerated permit processing
- Local job creation grant
- Machinery and tools tax grant
- Permit fee waivers

Kenbridge (Town) #55B

- Accelerated permit processing
- Building permit fee waiver
- Business, professional and occupational license fee waiver
- Discounted land buy-down
- Tax-exempt industrial revenue bonds
- Water and sewer connection fee waiver and reduced extension fees
- Workforce training

Kilmarnock (Town) #50A

- Auto decal fee waiver
- Business, professional and occupational license fee waivers
- Capital investment and job creation incentives
- Water and sewer connection fee waiver
- Zoning, permit and subdivision fee waivers

Lancaster County #50B

- Capital investment and job creation incentives
- Façade improvement grants
- Micro-enterprise loan pool
- Partial real estate tax exemption

Lunenburg County #48B

- Accelerated permit processing
- Discounted land buy-down
- Machinery and tools tax grant
- Real estate tax grants
- Technology assistance
- Workforce training opportunities

Lunenburg County #55A

- Accelerated permit processing
- Building permit fee waiver
- Business, professional and occupational license fee waiver
- Discounted land buy-down
- Equipment investment grants
- Industrial and commercial development grants
- Tax-exempt industrial revenue bonds
- Workforce training opportunities

Lynchburg (City) #2 & #46

- Discounted land buy-down
- Industrial training programs through CVCC
- Low-interest loan pool
- Partial real estate tax exemption
- Real estate redevelopment grants
- Water and sewer connection fee financing

Martinsville (City) #46B & #54B

- Building permit fee waiver
- Business, professional and occupational license fee rebate
- Furniture, fixtures and equipment grant
- Grant based on real estate taxes paid
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

Mecklenburg County #32A

- Building permit fee waiver
- Coordination with local banking services
- Discounted land buy-down in the Airport Industrial Park
- Local job creation grant
- Machinery and tools tax grant

Newport News (City) #3

- Business, professional and occupational license fee rebate
- Infrastructure improvements to the Oakland Industrial Park and Carleton Farm Industrial Park
- Occupancy cost reduction for target industries
- Utility tax

Newport News (City) #31

- Business assistance
- Business, professional and occupational license fee rebate
- Discounted land buy-down
- Loan guarantee assistance
- Low-interest loan pool
- Occupancy cost reduction for target industries
- Partial real estate tax exemption
- Utility consumption tax reduction

Norfolk (City) #7

- Building permit fee waiver
- Business assistance
- Business, professional and occupational license fee rebate
- Free tax consultations
- Marketing opportunities
- Norfolk Redevelopment Housing Authority technical and research assistance and access to free meeting space
- Partial real estate tax exemption
- Utility consumption tax reduction

Northampton County #26B

- Accelerated permit processing and plan review
- Micro-enterprise loan pool
- Partial real property tax exemption

Northumberland County #50C

- Capital investment and job creation incentives

Page County #30

- Accelerated permit processing
- Business, professional and occupational license fee rebate
- Capital investment grants
- Development fee rebates
- Local sales, meals and lodging tax partial refund
- Partial real estate tax exemption
- Small business loan program

Patrick County #22A

- Building permit fee waiver
- Machinery and tools tax grant
- Partial real estate tax exemption

Petersburg (City) #10

- Architectural Design Assistance Program
- Building and land disturbance permit and zoning fee waivers
- Discounted land buy-down
- Façade improvement grants
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee reduction
- Water and sewer permit fee waivers

Petersburg (City) #47A

- Building and land disturbance permit and zoning fee waivers
- Business, professional and occupational license fee rebate
- Free water and sewer extension for city-owned properties
- Water and sewer connection fee reduction

Pittsylvania County #24 & #57A

- Building permit fee waiver (Zone 24 only)
- Dan River Business Development Center spaces
- Discounted land buy-down
- Local job creation grant
- Local sales tax grant (Zone 24 only)
- Machinery and tools tax grant (Zone 57A only)
- Regional Center for Applied Technology and Training (RCATT)
- Shell building development assistance (Zone 57A only)
- Workforce training (Zone 57A only)

Portsmouth (City) #4 & #20

- Business personal property investment grant
- Façade improvement grants
- Machinery and tools tax grant
- Mixed-use development incentives
- Partial real estate tax exemption
- Permit fee waivers
- Streetscape improvement grants

Prince Edward County #48C

- Accelerated permit processing
- Architectural design fee rebate in Farmville Historic District
- Building permit fee waiver
- Business security audit
- Crime Prevention Through Environmental Design
- Discounted land buy-down in Prince Edward Business Park
- Machinery and tools tax grants in select business parks
- Partial real estate tax exemption
- Permit fee waiver for select properties
- Water and sewer connection fee reduction in the Town of Farmville

Prince George County #16

- Business, professional and occupational license fee rebate
- Machinery and tools tax grant
- Utility consumption tax reduction
- Zoning fee waiver

Pulaski County #25B

- Accelerated permit processing
- Off-balance sheet financing
- Stimulus Grant for job creation and capital investments
- Tax-exempt industrial revenue bonds
- Water and sewer connection fee waiver
- Reduced consumption charges for water and sewer

Radford (City) #25A

- Machinery and tools tax grant
- Partial real property tax exemption
- Utility connection fee waiver

Richmond (City) #19 and #28A

- Brownfield development rebate
- Business relocation rebate
- Employment assistance grant for job creation
- Industrial development fee rebate
- Loan fee rebate up to \$1,000
- Machinery and tools tax grant
- Partial real estate tax exemption

Richmond County #50E

- Capital investment and job creation incentives
- Partial real estate tax exemption

Roanoke (City) #5

- Business security grant
- Development fee rebates
- Façade, parking and landscaping improvement grants
- Fire suppression retro-fit grant and connection fee rebate
- Neighborhood parks and recreation grant
- Partial real estate tax exemption
- Water and sewer and fire connection fee rebates

Saltville (Town) #6A

- Broadband access connection reimbursement
- Business personal property investment grant
- Downtown revitalization grants and loans
- Tourism marketing mini-grant

Scott County #23

- Building permit and zoning fee waiver
- CPA fee refund for EZ incentive attestation
- Grant based on real estate taxes paid
- Lodging tax grant
- Machinery and tools tax grant
- Merchant Capital tax grant

Smyth County #6B & #51A

- Loan assistance
- Partial real estate tax exemption
- Stimulus Grant for job creation and equipment investments
- Water and sewer connection fee reduction
- Workforce training opportunities

Southampton County #18B

- Accelerated permit processing
- Building permit fee waiver
- Discounted land buy-down
- Labor pool information
- Machinery and tools tax grant
- Partial real estate tax exemption
- Temporary office space
- Utility tax grant for electricity
- Workforce training

Staunton (City) #17

- Five-year business grant
- Crime Prevention Through Environmental Design
- Labor pool information
- Local job creation grant
- Low-interest loan pool
- Machinery and tools tax grant
- Partial real estate tax exemption
- Permit fee waivers
- Public property enhancement and beautification program
- Water and sewer connection fee reduction
- Workforce training assessment
- Zoning modification consideration

Stuart (Town) #22B

- Business, professional and occupational license fee reduction
- Machinery and tools tax grant
- Partial real estate tax exemption
- Water and sewer connection fee waiver

Tazewell County # 44

- Industrial development grant programs
- Partial real estate tax exemption

Victoria (Town) #55C

- Accelerated permit processing
- Business, professional and occupational license fee waivers in the Kilmarnock Business and Technology Park
- Discounted land buy-down
- Tax-exempt industrial revenue bonds
- Water and sewer connection and extension fee reduction

Warsaw (Town) #50F

- Capital investment and job creation incentives
- Façade improvement grants
- Partial real estate tax exemptions

Washington County #51B

- Building and zoning permit fee waivers or reductions
- Discounted land buy-down
- Partial real estate tax exemption
- Tax-exempt industrial revenue bond application fee waiver

Waynesboro (City) #14

- Local job creation grants in the Accomack Industrial Park
- Partial real estate tax exemption
- Sidewalk and landscape enhancement grants

Westmoreland County #50D

- Capital investment and job creation incentives

Winchester (City) #21

- Business development grants
- Commercial and mixed-use property rehabilitation grant
- Development fee rebates
- Entrepreneurship grant
- Façade improvement loans
- Professional Job Creation Grant
- Major mixed-use development incentive
- Micro-enterprise loan pool
- New or expanding technology-driven business grant
- Partial real property tax exemption
- Residential real estate improvement grant
- Exterior Improvement Grant Program
- Revolving loan fund

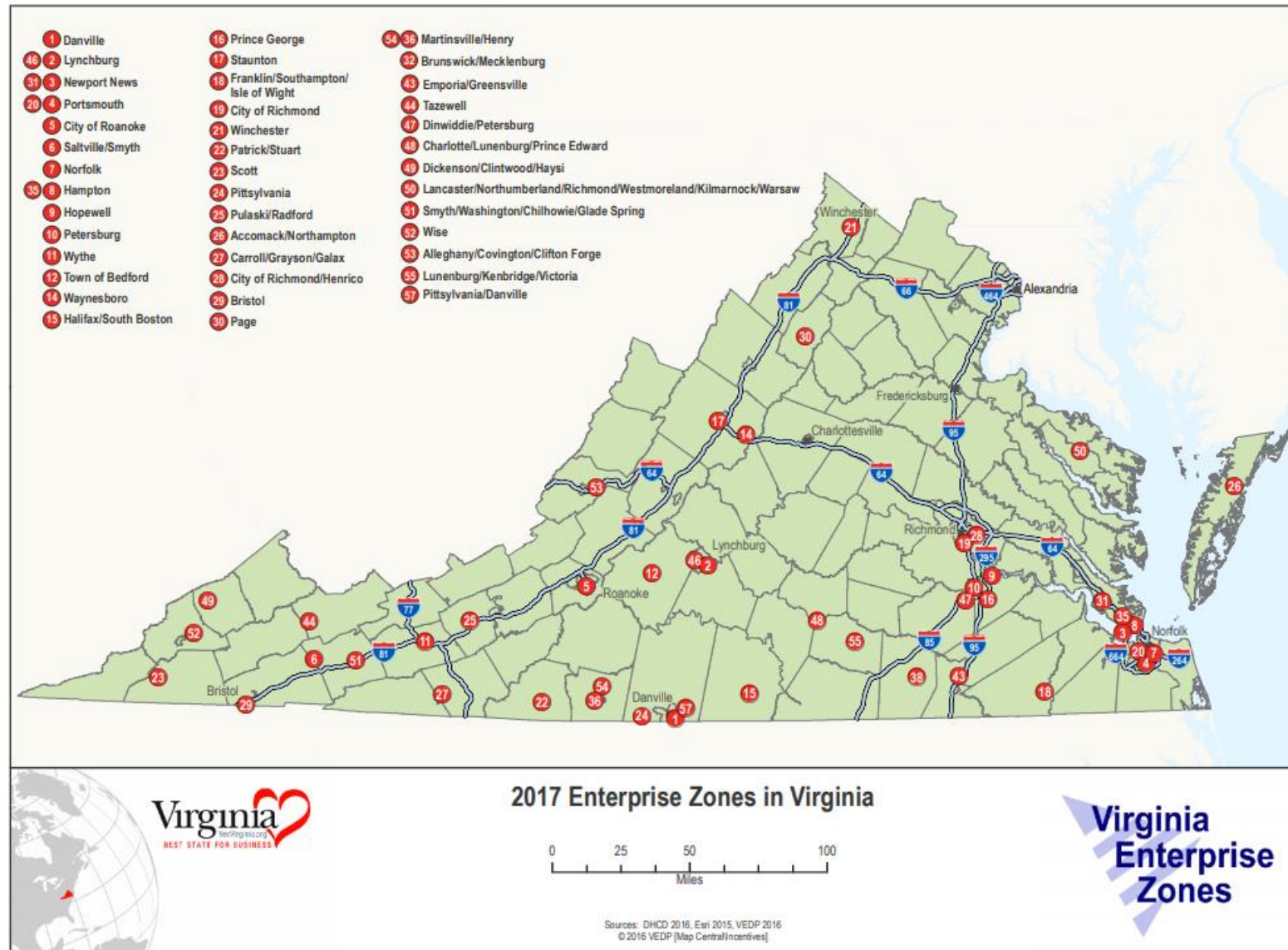
Wise County #52

- Building permit fee waiver
- Discounted land buy-down and reduced development costs
- Machinery and tools tax grant
- Partial real estate tax exemption
- Workforce training at UVA Wise and MECC

Wythe County #11

- Accelerated permit processing
- Business, professional and occupational license fee reduction
- Dining and lodging establishment grants
- Discounted land buy-down in Progress Park
- Local job creation grants for high-wage businesses
- Permit fee waivers
- Revolving loan fund
- Sewer connection fee reduction
- Water consumption rate reduction

APPENDIX D: ENTERPRISE ZONE MAP



APPENDIX E: HIGH UNEMPLOYMENT AREAS

2017 High Unemployment Areas (HUA)	
Brunswick County 32A	City of Martinsville 36B, 54B
City of Danville 1, 57B	City of Portsmouth 4, 20
Dickenson County (Clintwood & Haysi) 49A, 49B, 49C	City of Petersburg 10, 47A
City of Emporia 43B	Tazewell County 44
City of Hopewell 9	Wise County 52
<p><i>The following communities in joint zones are NOT HUAs: Dinwiddie County, Greensville County, Henry County and Pittsylvania County. Businesses in these communities are not eligible for the reduced wage threshold.</i></p> <p><i>Source: DHCD based on the LAUS Unit and Bureau of Labor Statistics 2016 Annual Virginia Unemployment Report.</i></p>	

